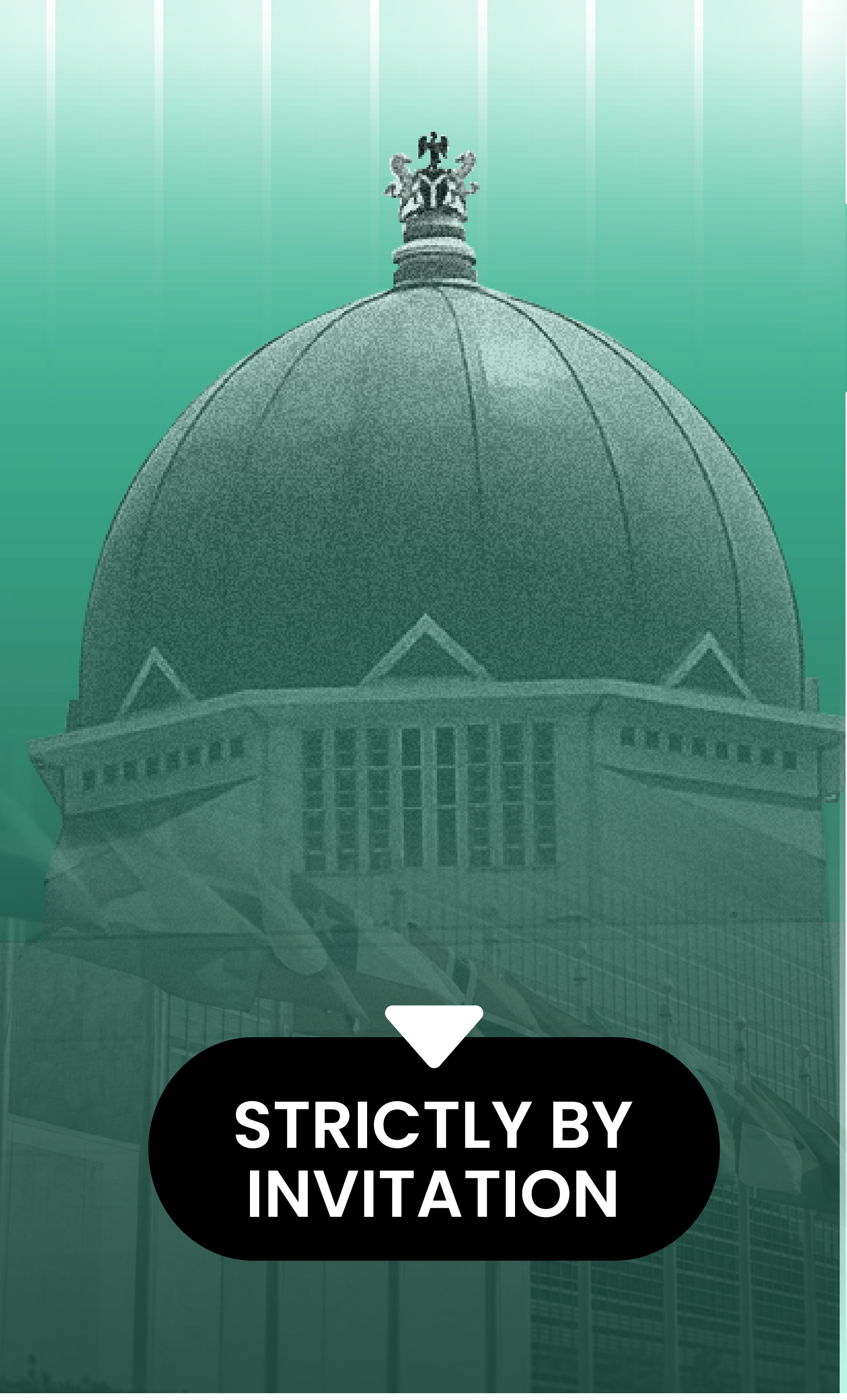

STRICTLY BY INVITATION

Doing Business with the Nigerian Government

(Understanding Nigeria's Government Quotient) - GQ

A Phillips Consulting Breakfast Gathering @ UNGA 81

Microsoft Office,
11 Times Square, NYC

Thur, 24th Sept 2026

8:30am – 12noon

Phillips Consulting.

PhillipsOutsourcing

Introduction

Government touches virtually every aspect of human life, from birth registration to education, healthcare, enterprise, infrastructure, security, justice and social protection. Its decisions and institutions shape the opportunities available to individuals, communities and nations. Despite this far-reaching influence, government is often poorly understood, even by many of those who work within it, do business with it, partner with it or seek to hold it accountable.

For more than three decades, Phillips Consulting has worked at the intersection of government and business across Nigeria, Africa and beyond. Through this experience, we have come to recognise that investors often engage with the government just as extensively as they do with their investment partners.

Every Government is a system. Every organisation is a system. Every Institution is a system. Every family, faith, community, university, corporation, political party, and nation is a system. To work with them successfully, you must understand how their systems work. To work with any Government, you must understand how that Government's system works. People bring systems to life.

This is the essence of the Phillips Consulting gathering. We will present and introduce the structure of the Nigerian Government so you can do business with it confidently, which is the essence of Government Quotient.

The Discussion

The discussion will focus on three key areas.

- A detailed presentation of the structure of the Nigerian Government, from the Presidency through to the Ministries, Departments and Agencies of Government, the State Governments and their structures, which are integrated in the value chain of Government systems. The Federal government maze.
- A presentation of the latest release of the Phillips State Performance Index (pSPI) for 2026. This is the third edition of this report in three years, and it calls for renewed transparency, accountability, and competitiveness among Nigeria's 36 states and the Federal Capital Territory. The pSPI is a strategic resource for diverse stakeholders. For Governments, it identifies performance gaps and informs priority setting, enabling targeted policy actions. Citizens can leverage pSPI to hold officials accountable. Investors and donors use its insights to evaluate risks and opportunities, and development partners to design focused interventions. This is the GQ at the state level.
- Invitation to invest by various leaders in the Government systems of Nigeria at both the Federal and State levels, by sharing their areas of priority and opportunities that exist.

After the first two sessions, the focus shifts to presentations by investment-seeking government officials, as participants gain a deeper understanding of the value Government Quotient offers.

Participants

Strictly by invitation. Participants will be drawn from our database of global clients and Nigerian organisations seeking partnerships and opportunities to attract investments in Nigeria. Ministers, State Governors, Permanent Secretaries, and Commissioners will form part of the team to interact with those who need to begin learning how government systems work.

All will meet with venture capitalists, angel investors, development finance executives, researchers, and journalists, and join the conversation on how to do Business with and through Government.

The Head of the Civil Service of the Federation will be present to share thoughts on navigating the maze of systems, rules and regulations that ring-fence Government systems, which the Government Quotient dismantles.

Building A Government Intelligent Organisation

A government intelligent organisation does not wait for a crisis before paying attention to the government. It trains leaders to engage public institutions, guided by five dimensions:

- **Bureaucratic Fluency –** understand regulations and approval pathways
- **Strategic influence –** builds trustworthy alignment devoid of relationship dependency
- **Execution Capability –** prepares the organisation to meet commitments
- **Political Awareness –** anticipates policy direction, change and attendant risk
- **Judgement Under Pressure –** protects the company from "shortcuts" that create legal or reputational risk exposure

A company that understands markets but ignores government has left part of its strategy unread.

The Phillips Solution For Investors – Our Conversation

Phillips Consulting, along with its sister company, Phillips Outsourcing, helps investors navigate their interactions with the government because, without the government, no initiative can succeed. The government always stands between them and their goals as it fulfils its duty to society. After decades of working with the government, we've learned the lessons and gained the knowledge to position ourselves as valuable partners to any investor.

So, what other specific opportunities would Phillips Consulting or Phillips Outsourcing highlight for foreign investors and firms seeking a consulting or outsourcing partner in Nigeria?

When investors come to Nigeria, they usually need three things: the right people, the right local insight, and the right partner to help them execute.

The first is talent and workforce management. Many international companies underestimate the work involved in hiring, payroll, compliance, and workforce administration in a new market. Our outsourcing business already supports more than 150 major clients and a workforce of over 12,000 professionals across Nigeria and Ghana. That means a foreign company does not have to spend months building those capabilities from scratch. They can start operating with proven systems and processes. We have a great track record in this area.

The second is local knowledge. Nigeria is evolving quickly. Regulations are changing, institutions are modernising, and technology and investment are transforming entire sectors. Having someone who understands not only what a policy says but also how it is implemented in practice can make a significant difference. Through our work with both the public and private sectors, we can give clients a realistic view of the operating environment, helping them make better-informed decisions.

The third is execution. Many investors are excited by Nigeria's potential, but success ultimately depends on implementation. Over the years, we have worked alongside organisations such as the World Bank, the African Development Bank, the UK's DFID, and the Bill & Melinda Gates Foundation, as well as leading private-sector organisations. That experience means we understand the governance, reporting, accountability, and delivery standards that international partners expect. For an investor coming into Nigeria, that provides confidence and continuity that is extremely valuable.

More broadly, the timing is right. Nigeria remains one of Africa's largest markets, with a young and growing workforce, increasing digital adoption, and significant opportunities across sectors. The opportunity is easy to see. The bigger challenge is converting opportunity into results. That is where the right local partner makes all the difference, and that is the role Phillips Consulting has been playing for over three decades.

Format

Timing: Reception, coffee and Croissant from 8:30 am. Programme from 9.0am to 12 noon
One-on-one: From 12 noon

Registration

Please register by clicking on the link, as space at the venue is limited. Seats will be allocated on a first-come, first-served basis. You will receive a registration confirmation.
https://forms.cloud.microsoft/r/uD6U1YPYfU

You are most welcome.

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Chairman & Founder
Phillips Consulting Group

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